

THE ST. LOUIS LOCAL DEVELOPMENT COMPANY
REGULAR BOARD OF DIRECTORS MEETING VIA ZOOM
THURSDAY, SEPTEMBER 10, 2020, 3:00 P.M.

Due to the current COVID-19 pandemic and the City Health Commissioner's Orders, this Board Meeting will be conducted electronically.

In order to ensure that all Directors and the public are able to connect successfully, we recommend that you call in or join via Zoom (for video) starting at 2:45 p.m. to allow time to troubleshoot any connection issues. The host will open up the phone line and initiate the Zoom meeting at that time. Should you have a problem accessing the meeting, please call (314) 657-3708 for assistance. The Board of Directors and the public are able to access the meeting in two ways:

Via Zoom at:

<https://us02web.zoom.us/j/88425617623?pwd=V0loWDFTLTUpiQzlrdXBYcldoMDd6Zz09>

Webinar ID: 884 2561 7623 and Password: 548615

Zoom may be accessed at www.zoom.us and instructions on its use are available at: <https://support.zoom.us/hc/en-us>

Via Phone at: (312) 626-6799 Webinar ID: 884 2561 7623

ACCESSIBILITY: Persons who need accommodations relating to accessibility should contact Amanda Bloomfield at bloomfieldda@stlouis-mo.gov or by phone at (314) 657-3708, or (314) 589-6000 (TTY). Prior notice of two business days is recommended for accommodation requests.

AGENDA

1. Call to Order and Roll Call – Loura Gilbert
2. Approval of the Minutes of the August 13, 2020 Regular Board Meeting
3. Resolution 20-LDC-13 – Approving a Loan to Beffa Enterprises, LLC– Zachary Folk
4. Update on SBA 504 Loan Program and Other Loan Activity – Tim Bohnert
5. Other Business
6. Closed Session – If needed, pursuant to Mo. Rev. Stat. § 610.021, which provides for closed session discussion of the following proceedings involving:
 - (a) legal actions, causes of actions, or litigation, pursuant to § 610.021(1), or confidential or privileged communications with attorneys or auditors, pursuant to § 610.021(17);

The official Agenda was posted on the bulletin board in the first-floor elevator lobby of 1520 Market Street prior to 3:00 p.m. on September 9, 2020, and items may be withdrawn or modified during the public meeting at the discretion of the Board.

(b) hiring, firing, disciplining, or promoting of particular employees, pursuant to § 610.021(3), or individually identifiable personnel records, performance ratings, or records pertaining to employees or applicants for employment, pursuant to § 610.021(13); and/or

(c) sealed bids and proposals and related documents, or documents related to negotiated contracts, pursuant to § 610.021(12).

7. Next Board Meeting scheduled for October 8, 2020.

8. Adjournment

**THE ST. LOUIS LOCAL DEVELOPMENT COMPANY
REGULAR BOARD MEETING VIA ZOOM
THURSDAY, AUGUST 13, 2020, 3:00 P.M.**

MINUTES

DIRECTORS PRESENT: Laura Gilbert, President
 James Seitz, Vice President
 David McCreery, Treasurer
 Steven Buesching, Secretary
 Don Reeves
 Anne Gliedt
 T. Christopher Peoples
 Howard Hayes
 Rabiu Ahmad

DIRECTORS ABSENT: None

STAFF PRESENT: Otis Williams, Chris Maguire, Bonnie Wade, Amanda
 Bloomfield; Rodney Crim, Timothy Bohnert,
 Roger Schlueter, Zach Folk, and Linda Behrmann

COUNSEL PRESENT: Jacqueline Harris

GUESTS PRESENT: Rick Kelly, The Design Loft Co.

MEDIA PRESENT: None

CALL TO ORDER AND ROLL CALL

A quorum being present, President Laura Gilbert called the Regular Board Meeting to order on Thursday, August 13, 2020, at 3:01 p.m., and asked for a roll call. Eight Directors were present at the start of the meeting, with Director Ahmad joining the meeting shortly thereafter.

Roll Call:

Director Seitz – Here
Director McCreery – Here
Director Buesching – Here
Director Gliedt – Here
Director Hayes – Here
Director Peoples – Here
Director Reeves – Here
Chair Gilbert – Here

APPROVAL OF MINUTES

Chair Laura Gilbert called for a motion to approve the Minutes of the July 9, 2020 Regular Board Meeting. Director Hayes made a motion to approve the Minutes of the Regular Board Meeting, and

Director Gliedt seconded the motion. Following a roll call vote, the Minutes were unanimously approved with all eight (8) Directors present voting Aye.

Roll Call:

Director Seitz – Aye
Director McCreery – Aye
Director Buesching – Aye
Director Gliedt – Aye
Director Hayes – Aye
Director Peoples – Aye
Director Reeves – Aye
Chair Gilbert – Aye

RESOLUTION NO. 20-LDC-11 – APPROVING A LOAN TO THE DESIGN LOFT CO., D/B/A THE FLAG LOFT

Tim Bohnert presented Resolution 20-LDC-11, asking the board to approve a loan in the amount of \$20,000 to The Design Loft Co., d/b/a The Flag Loft, for the purchase and installation of a latex printer. The loan would have a term of four years and an interest rate of 2%. It would be secured by a security interest in the company's assets and guaranteed by the company's owners.

Chair Gilbert asked Rick Kelly, one of the company's owners, to speak about the business. Mr. Kelly stated that the business, which makes flags, banners, and other graphic products, started in the Knickerbocker Building in 1991 and relocated to 19th and Delmar 10 years later. Mr. Kelly mentioned that he would be hiring a couple of new employees soon, and Director Hayes asked him to work with SLATE for the hiring of these new employees. After a brief discussion, Chair Gilbert called for a motion to approve Resolution 20-LDC-11. Director Buesching moved to approve the Resolution, and Director Reeves seconded the motion. Following a roll call vote, the motion was unanimously approved with all nine (9) Directors present, including Director Ahmad, who joined the meeting in progress, voting Aye.

Roll Call:

Director Seitz – Aye
Director McCreery – Aye
Director Buesching – Aye
Director Gliedt – Aye
Director Hayes – Aye
Director Peoples – Aye
Director Reeves – Aye
Director Ahmad – Aye
Chair Gilbert – Aye

RESOLUTION NO. 20-LDC-12 – APPROVING CORONAVIRUS AID, RELIEF, AND ECONOMIC SECURITY (CARES) ACT REVOLVING LOAN FUND SUPPLEMENTAL DISASTER RECOVERY AND RESILIENCY AWARD PLAN

Tim Bohnert presented Resolution 20-LDC-12, asking the Board to approve the plan for The St. Louis Local Development Company's new Revolving Loan Fund, funded by the Economic Development Administration ("EDA"), to provide loan assistance to businesses impacted by the COVID-19 crisis. After a discussion of the plan, Chair Gilbert called for a motion to approve the Resolution. Director Seitz moved to approve the Resolution, and Director McCreery seconded the

motion. Following a roll call vote, Resolution 20-LDC-12 was unanimously approved with all eight (8) Directors present voting Aye. Director Ahmad was not present for the vote.

Roll Call:

Director Seitz – Aye
Director McCreery – Aye
Director Buesching – Aye
Director Gliedt – Aye
Director Hayes – Aye
Director Peoples – Aye
Director Reeves – Aye
Chair Gilbert – Aye

STATUS OF ACCOUNTS

Chris Maguire informed the board that most of the LDC's borrowers had accepted the LDC's three-month loan payment deferral offer, but that 11 businesses were continuing to make payments. Regular loan payments are scheduled to resume for all borrowers on October 1, 2020. Mr. Maguire also mentioned that SLDC had approved 482 grants in the amount of \$5,000 each to small businesses in the City and that funds were available to fund a total of 596 grants.

UPDATE ON SBA 504 LOAN PROGRAM AND OTHER LOAN ACTIVITY

Tim Bohnert updated the Board on the status of SBA 504 loans that have been approved, but not yet closed.

OTHER BUSINESS

Otis Williams mentioned that Leslye Mitchell-Yancey is retiring from the St. Louis Development Corporation ("SLDC") at the end of August after many years of service, and that her retirement would be celebrated at the SLDC Board Meeting the following week. He also mentioned that SLDC was seeking public comment on its new Equitable Economic Development Strategy Framework, posted on SLDC's website, and welcomed any comments from the Board. He also noted that the City's new soccer team — St. Louis City SC — had unveiled its new name earlier that day and that construction of the new stadium on Market Street was underway.

NEXT BOARD MEETING

The next meeting of the Board is scheduled for Thursday, September 10, 2020, at 3:00 p.m.

ADJOURNMENT

There being no further business to discuss, Chair Gilbert asked for a motion to adjourn. Director McCreery moved to adjourn, and the motion was seconded by Director Gliedt. All were in favor of adjourning. The meeting adjourned at 3:37 p.m.

Respectfully submitted,

Loura Gilbert, President

RESOLUTION NO. 20-LDC-13
PRESENTED TO THE BOARD 09/10/20

TO: THE ST. LOUIS LOCAL DEVELOPMENT COMPANY BOARD OF
DIRECTORS AND OTIS WILLIAMS, EXECUTIVE DIRECTOR

FROM: ZACHARY FOLK

RE: RESOLUTION APPROVING A LOAN TO BEFFA ENTERPRISES, LLC

EXECUTIVE SUMMARY:

This Resolution seeks approval of a \$30,000 EDA loan to Beffa Enterprises, LLC, in connection with Beffa's restaurant, located at 2700 Olive Street. The loan will have a term of 66 months and an interest rate of 2%. The loan will be secured by a second security interest in the company's assets and will be guaranteed by Paul Beffa and Michael Beffa. The loan proceeds will be used for the purchase of equipment and working capital.

BACKGROUND:

Beffa Enterprises, LLC, owned by Paul Beffa and other family members, opened Beffa's, restaurant at 2700 Olive Street (63103), in the Midtown area, in March, 2020, right before the coronavirus pandemic hit the St. Louis area. The restaurant was forced to close for several weeks as part of the coronavirus shutdown, but has been back in operation since late May. The restaurant features American favorites and is open for lunch and dinner, Tuesday through Saturday.

The business has requested a loan in the amount of \$30,000 to be used for the purchase of equipment to expand its outside and curbside service and for working capital needs. The EDA loan will have a 2% interest rate and a 66-month term, with interest-only payments for the first six months of the loan. The loan will be secured by a second security interest in the company's assets and will be guaranteed by Paul Beffa and Michael Beffa. A collateral assignment of life insurance in the amount of \$30,000 on the life of Paul Beffa will also be required.

The total cost of the project will be \$276,000, with additional financing provided by Midwest Regional Bank and the company's owners.

The company expects to create four new full-time equivalent jobs over the next two years. The company will be required to enter into a First Source Employment Agreement with the St. Louis Agency on Training and Employment ("SLATE"), requiring it to use SLATE's job referral services when filling new entry-level job positions.

REQUESTED ACTION:

Approval of this Resolution is requested.

NOW, THEREFORE, be it resolved by the Board of Directors of The St. Louis Local Development Company that:

1. The loan to Borrower, as described, and upon the terms and conditions set forth herein, is hereby approved.
2. The proper officers and agents of LDC are hereby authorized to take all action, including but not limited to, execution of all documents, as may be necessary or convenient to carry out the provisions of this Resolution.
3. This Resolution shall take effect and be in full force immediately after its passage and approval by the Board.

ADOPTED this 10th day of September, 2020.

THE ST. LOUIS LOCAL DEVELOPMENT COMPANY

By: _____
Rodney Crim, Vice President

ATTEST:

Timothy Bohnert, Assistant Secretary